

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant The Keating Group, Inc. 516 Fifth Avenue, New York, N.Y. 10036		2. Registration No. 2478
3. Name of foreign principal Australian Tourist Commission	4. Principal address of foreign principal 489 Fifth Avenue New York, N.Y. 10017	

5. Indicate whether your foreign principal is one of the following type:

- ☒ Foreign government
- ☐ Foreign political party
- ☐ Foreign or ☐ domestic organization: If either, check one of the following:
- | | |
|--------------------------------------|--|
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Committee |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Voluntary group |
| <input type="checkbox"/> Association | <input type="checkbox"/> Other (specify) _____ |
- ☐ Individual—State his nationality _____

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6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant. Tourist Commission
- b) Name and title of official with whom registrant deals.
Bill Baker, Director Market Development

7. If the foreign principal is a foreign political party, state:

- a) Principal address
- b) Name and title of official with whom the registrant deals.
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

- a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

The Australian Tourist Commission is owned, directed, controlled and financed by the Australian Government

The purpose is to develop tourism for Australia here in the States.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A

3/11/87

Name and Title

Thomas W. Keating, Pres.

Signature



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

The Keating Group, Inc.

Name of Foreign Principal

Australian Tourist Commission

Check Appropriate Boxes:

1. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Printed the Destination Australia book

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

To design and print material as requested.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☒

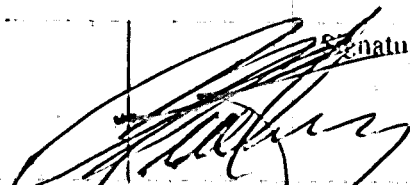
If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B

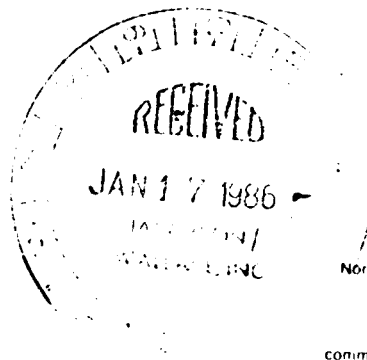
3/16/87

Name and Title
Thomas W. Keating
President

Signature



¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



Australian Tourist Commission

North America 489 Fifth Avenue
31st Floor
New York NY 10017
USA
communications Cable Austvel Telex: 640747
Telephone (212) 687-6300
offices Melbourne (HO) Sydney Tokyo
New York Los Angeles London
Frankfurt Auckland Singapore

14 January 1986

Mr Thomas W. Keating
President
The Keating Group, Inc
516 Fifth Ave
New York N.Y. 10036

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Dear Mr Keating,

We are currently seeking proposals for the production of the 1986 edition of our Destination Australia book and would invite you to submit a tender for that project.

We would like you to review the enclosed spec sheet which shows that this book will be printed in two runs of 250,000 each. Please examine the attached sheets and sample copy of last year's book. If you are interested in preparing a bid, please advise us immediately of your interest.


To enable us to assess your bid in the most favourable and accurate manner we must have your tender lodged by you completing ALL questions on the attached evaluation sheet. We are only able to accept tenders which comply with this format.

If you have any questions, please don't hesitate to contact me. And if, after reviewing the specs, you are unable to tender for the project, we'd be grateful if you could briefly explain this to us.

We will commence reviewing tenders on 10th February, 1986 and the deadline for your submission is 7th February.

We look forward to your submission.

Yours sincerely,


Bill Baker
Director, Market Development.

Enc.



SPECIFICATION AND EVALUATION SHEET
DESTINATION AUSTRALIA BOOK 1986

SPECIFICATIONS

Preparation

Materials supplied by Australian Tourist Commission: complete pasted typesetting, completed design, all camera ready, with colour transparencies (slides - masked and cropped where necessary). Supplied completed ad material - 4 colour film and B/W contact art to be stripped-in. Ad material is right reading, emulsion on the outside. All materials must be returned within 3 weeks of completion.

Print Run

There will be two print runs, each of 250,000 copies. The first will be released mid-May, the second late December, 1986. There will be no changes to any materials for the second printing. The print should be included in this bid.

Pages

120 plus cover.

Page Size

4 1/4" x 11" trim size

Paper

Inside pages 45LB, white glossy; Cover 100LB, white gloss

Separations

Inside pages will feature fifty (50) 2" x 2" and fifty (50) 4" x 4" colour transparencies (slides) which will require separate stripping.

Cover will comprise a single bleed photograph.

Deadlines

Ads to printer:	15 - 28 March, 1986
Boards to printer:	1 - 11 April, 1986
Book release:	16 May, 1986.

Binding

Saddle stitched (3).



SPECIFICATIONS (cont.)

Visa Card

A visa card as in the example is to be inserted in all copies:
16½" x 5 1/8", printed one colour blue, two sides on white offset
stock.

Packaging

All books should be packed in cardboard boxes each containing sixty (60)
books, placed on skids/pallets and shrunk wrapped F.O.B. plant.

Proofs

One blueprint (Van Dyke) and one colour proof will be required.

Overrun Copies

An estimate of the number of usual overrun copies and their cost will
be required.

Bid Deadline:

7th February, 1986.

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COST ESTIMATES

SEPARATIONS

Fifty (50) 2" x 2"

4,650.

Fifty (50) 3" x 2"

\$ 5,150.

(Pleasing process colour)

Press Forms

Include plates, makeready, running, proofs.
Exclude paper and ink. If you require
additional elements to be costed at this
stage, please specify in detail.

\$ 107,800.

Paper

Printer to supply paper as specified.
Prices should include storage and handling
charges separately.

Trade name of paper: Text: Hudson Gloss

Cover: Mead Web Gloss

*Subject to the market price of paper
when it is shipped from the mill.

\$ 145,100*

Ink

Due to the variety of methods ink is
billed, please indicate only the total cost
for ink based on the attached example of the
book. Please indicate your method of billing
the ink.

\$ 18,000.



COST ESTIMATES (cont.)

Binding

Saddle-stitched (3) wire, trimmed 3 sides,
120 pages plus cover and visa insert

\$ 20,000.

Packaging

As specified

\$ 9,122.

Delivery

Road freight 125,000 to Los Angeles

\$ 5,350.

Road freight 125,000 to Maryland

\$ 3,000.

(For each print run)

Overrun Copies

Number anticipated

25,000.

Cost

\$ 13,450.

Schedule

Indicate total working days and timetable
to produce and despatch the book.

Approx. 3 weeks of preparation; color separations and shooting
complete boards to color proof and blueprint. Approx. 4 weeks
from return of approved blueprint to the delivery of finished
books.

COST ESTIMATES (cont.)

Cost of initial 250M run	\$ 167,822.
Additional 250M	\$ 142,000.

<u>TOTAL PRODUCTION COST</u>	<u>\$ 309,822.</u>
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CORTES.

THE KEATING GROUP, INC.

516 FIFTH AVENUE
NEW YORK, NEW YORK 10036
212-391-2202

February 6, 1986

Mr. Bill Baker
Australian Tourist Commission
489 Fifth Avenue
New York, NY 10017

Dear Bill:

Thank you for the opportunity of submitting our proposal for producing the 1986 version of Destination Australia.

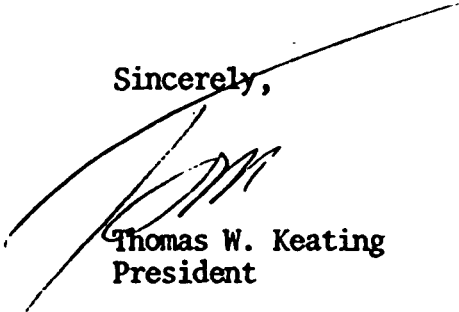
In accordance with your request, attached are the proposals for producing the new edition.

In view of our familiarity with the brochure, we are suggesting that you consider the possibility of The Keating Group handling a distribution of approximately 100,000 brochures to various destinations of your choice at very substantial savings. If you are interested in pursuing our recommendation further, we would be pleased to furnish you with more specific details at your convenience.

If you would like to discuss this proposal in greater detail, please call me. We hope that this proposal meets with your approval.

Best regards.

Sincerely,



Thomas W. Keating
President

TWK:sp
Enclosure